



***Tom Campora was the third-generation family member overseeing Campora Propane, a company his grandfather had started nearly 75 years earlier.***

Over the years, Campora Propane had grown to 10 retail locations across northern California and Nevada, thanks to hard work by several family members and a strong management team led by Jim Harbert.

Jim joined Campora in 2011 and was named president in 2015. Tom Campora relied on Jim for not only the day-to-day running of the operations but – when Tom made the decision in 2019 to retire and sell the business – he also relied on Jim for his recommendation as to a seller.

Jim talked with a few potential buyers of the business. His first interaction with EDP executives was in August of 2019. He liked the fact that EDP's CEO Tom Knauff was an entrepreneur, and he also liked several specific things he heard from Tom, including the fact that EDP wouldn't change the company's name. Jim also believed that EDP and Campora Propane had a number of similar core values.

Talks began in earnest between Jim and David Stroupe, EDP's Executive Vice President of Corporate Development, and they continued into early 2020 as the pandemic hit. Although many businesses around the country were shutting down, the EDP team found ways to continue the dialogue with Jim and work through issues remotely.

Something Jim pointed out about EDP was how they assessed the business. "Typically, you're dealing with accounting people who are strictly looking at numbers to decide what a company is going to sell for. But with EDP – because of their experience, and the people they had working with them -- we could sit down and tell our story and talk about more than just numbers. Dave was able to not only see the numbers from a profitability and customer standpoint, he was able to recognize our story ... what was behind it and how we got there."



***Jim Harbert, President, Campora Propane***

Talks continued throughout 2020. Given travel restrictions and limited face-to-face interaction, there were a few minor bumps along the way. Add to that the fact that Campora Propane was EDP's largest acquisition to-date. But according to Jim, "The positive communication between both parties helped throughout the transaction process. We worked through things. There was good dialogue back and forth, and we both benefited from that."

As for the smoothness of the process, Jim attributes much of that to Dave. "I felt there was a level of integrity with EDP, and a lot of that can be attributed to Dave. He was a very good individual to work with, and he's an honest guy."

The fact that the final transaction process took place without a single EDP person on site says a lot about how well Dave and his team worked with Jim. For Campora to be the company's biggest acquisition, and to close the transaction without anyone from EDP on site at Campora, says a lot about how well the two organizations worked together.

As for the Campora employees, Jim says they're pleased with the outcome. A big part of that is again attributed to a good job of communicating on both sides. Jim said the management group has stayed together and done a good job of leading their team through the rest of their big season.

**"I am confident we made the right choice and know that EDP will take good care of both our customers and our employees, all of whom will join EDP. I look forward to continuing to lead Campora Propane with support from EDP."**

When asked to comment on the overall process, Jim said, "Although the pandemic had an impact, overall, it went fairly smoothly. Again, I attribute a lot of that to the good communication between Dave and me." Jim added that both parties did an excellent job of keeping the transaction confidential.

To sum it up, Jim said, "I've known the EDP team for several years and knew it would be the right company to continue Campora Propane's 75-year legacy and carry on our brand. I am confident we made the right choice and know that EDP will take good care of both our customers and our employees."



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